

13. What are the rates you charge your subscribers for your other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

COASTAL

Super Basic	(\$3.00 Disney & Sci-Fi)	2 channels
HBO	\$8.95	
Cinemax	\$5.95	

ADELPHIA

A La Carte Services

Digital Music	\$ 9.95
HBO	12.45
Cinemax	11.45
Showtime	9.45
The Movie Channel	11.45
Playboy	11.45 (Also Playboy at hourly rates)
Disney	7.50
Two PPV channels	Movies at \$3.95 each.

TCI

A La Carte

Digital Music	\$ 9.95
HBO	10.45
Cinemax	10.00
Showtime	10.00
Disney	9.00
Encore	1.75
Two PPV channels	Movies at \$3.99 each.

14. Is any portion of your market served by another non-cable multichannel video programming distributors? If yes, what portion of the market is served by the other distributor?

SMATV and individually owned dish owners possibly 1 - 5% of market.

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

We believe, the cable operator because of volume discounts or vertically integrated issues are getting better rates for programming than the wireless operator.

In some cases, depending on who programming is purchased from, the SMATV operator can get better rates than the wireless operator.

WIRELESS CABLE QUESTIONNAIRE

PART B

OPERATING SYSTEM ISSUES

Name of Wireless Cable Operator: Wireless Broadcasting Systems of Melbourne, Inc
d/b/a Coastal Wireless Cable Television
Location of Operating System: Melbourne, Florida

1. When did you launch this system? October 1993
2. Had the FCC been responsible for delays in launching this system? If so, please provide details.

This system could have been launched up to 2 years earlier, had it not been for the delays in the FCC licensing process.

3. How many microwave channels are employed on your system? 30
4. How many microwave channels do you anticipate adding? 31
5. If you utilize VHF/UHF antennas at the subscriber's home to deliver local broadcast signals, how many additional channels are provided to subscribers? 0
6. Do you anticipate using digital compression? If so, what factors will dictate when you install compression technology? Do you anticipate using a hybrid analog/digital system either as a transitional vehicle or as a final system design? If so, please provide details.

We anticipate using a hybrid analog/digital system wherein we provide a low-cost traditional type package of cable channels delivered via analog and a supplemental collection of programming and other services via digital.

This approach will continue until digital set-top units are available at greatly reduced costs.

7. Does your system compete directly with one or more cable systems? If so, please list the name of the cable system(s), identify its franchise area, its penetration percentage based on homes passed, and provide its current channel capacity?

Competitor:

Time Warner Cable

Franchise Area:

Brevard County Florida and all cities located within the county, including: Melbourne, Palm Bay, Cocoa, Cocoa Beach, Cape Canaveral, Rockledge, and several smaller cities and towns.

Penetration percentage (estimated): 70%

Channel capacity:

Currently approximately 40.
In the process of upgrading to 55.

8. Please identify the percentage of your wireless cable system service area that overlap with the area served by the cable operator(s) in your area and the number of homes within the overlap zone?

approximately 99% (150,000 homes)

9. In your opinion, how long will it take for this system to serve as a competitive alternative to cable? What is the basis of your projection?

1-2 years. Access to TNT programming after 1/01/95 due to exclusive contract.

Development of a whole house descrambler (addressable down converter).

- Note: Requires the elimination of channel mapping requirements.
10. How many homes are within the coverage pattern of your system and what percentage of those homes do you anticipate you will be unable to serve due to terrain blockage, buildings or foliage without using repeaters?

151,000

Approximately 15% due to foliage and another 15% due to exclusive contracts with our competitor and antenna restrictions in subdivisions.

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

Have only been in operation for 7 months as of June 1994

Projections 1 yr. -
 3 yrs. -
 5 yrs. -

Based upon current level of growth and future growth projections as the system matures.

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in your basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

	<u>Coastal</u>	<u>Time Warner</u>
Basic Rate	\$19.95 **	\$23.50 *
No. of channels	28	34 (one local programming channel)
* Includes:		
Lifeline tier -	\$ 8.91	(5 local channels called "basic")
Second tier -	11.65	(25 additional channels called "standard basic" when included with "basic")
TBS, WGN, AMC -	2.96	(called "preferred basic" when added to "standard basic")
	(\$1.50 ea ala carte)	

** Includes a 12 channel "broadcast basic" available for \$5.95

13. What are the rates you charge your subscribers for your other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

See #12 above

14. Is any portion of your market served by another non-cable multichannel video programming distributors? If yes, what portion of the market is served by the other distributor?

Two other small franchised operations and several small SMATV companies operate in the area. The combined market share of these other distributors is estimated to be less than 5%.

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

Not an issue.

WIRELESS CABLE QUESTIONNAIRE

Part B

OPERATING SYSTEM ISSUES

Name of Wireless Cable Operator: Wireless Broadcasting Systems of Sacramento, Inc.,
d.b.a. Pacific West Cable Television.

Location of Operating System: Sacramento, California

1. When did you launch this system? *January 1990*
2. Had the FCC been responsible for delays in launching this system? if so, please provide details.

No.

3. How many microwave channels are employed on your system? 28
4. How many microwave channels do you anticipate adding? 5
5. If you utilize VHF/UHF antennas at the subscriber's home to deliver local broadcast signals, how many additional channels are provided to subscribers? 4 (VHF)
6. Do you anticipate using digital compression? If so, what factors will dictate when you install compression technology? Do you anticipate using a hybrid analog/digital system either as a transitional vehicle or as a final system design? If so, please provide details.

We anticipate using a hybrid analog/digital system wherein we provide a low-cost traditional type package of cable channels delivered via analog and a supplemental collection of programming and other services via digital.

This approach will continue until digital set-top units are available at greatly reduced costs.

7. Does your system compete directly with one or more cable systems? If so, please list the name of the cable system(s), identify its franchise area, its penetration percentage based on home passed, and provide its current channel capacity.

<u>System</u>	<u>Ownership</u>	<u>Franchise Area</u>	<u>Penetration</u>	<u>Channel Capacity</u>
<i>Sac Cable</i>	<i>Scripps-Howard</i>	<i>Sacramento</i>	<i>50%</i>	<i>62</i>
<i>Sonic Cable</i>	<i>Chris Cohan Family</i>	<i>West Sacramento</i>	<i>45%</i>	<i>43</i>
<i>Jones</i>	<i>Jones Intercable</i>	<i>Roseville-East</i>	<i>40%</i>	<i>37</i>
<i>United Cable</i>	<i>United Artists (TCI)</i>	<i>Davis</i>	<i>55%</i>	<i>46</i>

8. Please identify the percentage of your wireless cable system service area that overlap with the area served by the cable operator(s) in your area and the number of homes within the overlap zone?

100%, 500,000

9. In your opinion, how long will it take for this system to serve as a competitive alternative to cable? What is the basis of your projection?

Within twelve (12) months our company will be aggressively marketing again and raising our penetration percentage.

10. How many homes are within the coverage pattern of your system and what percentage of those homes do you anticipate you will be unable to serve due to terrain blockage, buildings or foliage without using repeaters?

483,000 with a 10% no go factor.

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

Launched: 1/1/90
Subscribers @ 12/31/90
12/31/91
12/31/92
12/31/93

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in you basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, peg channels, etc.)?

Rates: \$19.95 Basic, includes The Disney Channel

Channels in Basic Package: 24 + 4 VHF = 28 Total

Primary Competitor Information: Basic Rate: \$22.70
Channels in Basic: 55
Channels of Locally Mandated Programming: 10

Approximately 15 of our primary competitor's channels comprise locally-mandated programming.

13. What are the rates you charge your subscribers for you other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally mandated programming (bulletin boards, PEG channels, etc.)?

We have no other tiers available. Pay channels are available separately as follows:

<i>HBO</i>	<i>\$8.00</i>
<i>Cinemax</i>	<i>\$6.00</i>
<i>Showtime</i>	<i>\$6.00</i>

14. Is any portion of your market served by another non-cable multichannel video programming distributor? If yes, what portion of the market is served by the other distributor?

No

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

Not Applicable

WIRELESS CABLE QUESTIONNAIRE

PART B

CA~~X~~ Wireless Systems OPERATING SYSTEM ISSUES

Name of Wireless Cable Operator: Capital Choice Television

Location of Operating System: Albany, New York

1. When did you launch this system? — Purchased 8/93
2. Had the FCC been responsible for delays in launching this system? If so, please provide details.

no

3. How many microwave channels are employed on your system? 32
4. How many microwave channels do you anticipate adding? 0
5. If you utilize VHF/UHF antennas at the subscriber's home to deliver local broadcast signals, how many additional channels are provided to subscribers? no
6. Do you anticipate using digital compression? If so, what factors will dictate when you install compression technology? Do you anticipate using a hybrid analog/digital system either as a transitional vehicle or as a final system design? If so, please provide details.

A. yes

B. Capital costs and competitive action

C. no

7. Does your system compete directly with one or more cable systems? If so, please list the name of the cable system(s), identify its franchise area, its penetration percentage based on homes passed, and provide its current channel capacity?

Yes

8. Please identify the percentage of your wireless cable system service area that overlap with the area served by the cable operator(s) in your area and the number of homes within the overlap zone?

Roughly 90%

9. In your opinion, how long will it take for this system to serve as a competitive alternative to cable? What is the basis of your projection?

3 more years | 15% penetration

10. How many homes are within the coverage pattern of your system and what percentage of those homes do you anticipate you will be unable to serve due to terrain blockage, buildings or foliage without using repeaters?

129,000

11. How many subscribers did you have after one year of operation? Three years? Five years? If you have not been in operation that long, what are your projections as to the percentage of homes passed that will subscribe to your wireless cable system one year after launch, three years after launch and five years after launch? What is the basis for your estimated subscriber penetration?

A. after 3 years of
operation - B. our projections

12. What are the rates you charge your subscribers for your basic tier of service? How many channels are in your basic package? What are the rates that the cable operator(s) in your area charge for basic service? How many channels does the cable operator offer in his basic package? How many of those channels comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

Channel line up - Attached

13. What are the rates you charge your subscribers for your other tiers of service? How many channels are in your other tiers? What are the rates that the cable operator(s) in your area charge for their other tiers of service? How many of the channels on non-basic tiers comprise locally-mandated programming (bulletin boards, PEG channels, etc)?

See attachment

14. Is any portion of your market served by another non-cable multichannel video programming distributors? If yes, what portion of the market is served by the other distributor?

no, DBS coming soon

15. How vigorous is the competition for programming among multichannel video programming distributors in your market area?

Albany — significant vs cable
DBS unknown

Albany — New York System

CHANNEL SELECTIONS

CHANNEL PROGRAM	CHANNEL PROGRAM
1 Pay Per View	16 USA
2 CNN	17 WMHT (PBS)
3 ESPN	18 HBO*
4 MTV	19 WWOR (NY)
5 Headline News	20 Discovery
6 WRGB (CBS)	21 Arts & Entertainment
7 Nickelodeon	22 C-SPAN
8 The Disney Channel*	23 WXXA (FOX)
9 American Movie Classics	24 Lifetime
10 WTEN (ABC)	25 Weather Channel
11 The Family Channel	26 CNBC
12 OTB	27 Sports Channel NY*
13 WNYT (NBC)	28 Encore*
14 Showtime*	29 WSBK (Boston)
15 WTBS (Atlanta)	30 TNN

**Premium Service*

*Should you have any questions or need assistance,
please call our office. It is our pleasure to serve you.*

CAPITAL CHOICE TV — 899-2222



Capital Choice Television, Inc.

"The Wireless Cable Company"

Albany System - Competition
Capital - ALBANY, NY

CABLE PRICES

9/93 - POST FCC REGS

CURRENT RATE

STANDARD SERVICE:

Broadcast Basic	\$6.33
Standard Cable	14.57
STANDARD + BROADCAST BASIC	20.90.

PREMIUM SERVICES:

1st Premium	11.90
2nd Premium	10.35
3rd Premium	9.15
4th Premium	6.00

SPORTSPLUS:

MSG	11.90
SportsChannel	9.00

OTHER SERVICES:

Addressable converter	1.74
Remote handheld	.21
Regular converter	.31
Premium additional(s)	5.00

PACKAGES:

Standard + 1 Premium	32.80
Standard + 2 Premiums*	43.65
Standard + 3 Premiums*	52.80
Standard + 4 Premiums*	58.30
Standard + SportsPlus + Addr/HH	32.90
Standard + MSG + Addr/HH (or SportsChannel)	29.90

* SportsPlus and Addr/HH are FREE with two (2) or more Premiums

* Addr/HH is FREE with MSG/SportsChannel/Max/Diz/Show stand-alone on the primary outlet.

Install 143.04 w/wires 158.14 w/o wires
Basic - 34 channels

#80
Cable
Showtime
Sportschannel
1.00

TCI Schenectady, NY

Basic Programming:

A & E
 C-SPAN
 CNBC
 CNN
 Comedy Central
 Discovery
 Family Channel
 Headline News
 Lifetime
 MTV
 TNN
 Nickelodeon
 QVC
 Weather
 VH1
 Encore

Premiums:

Cinemax
 Disney
 HBO
 Showtime
 DMX

Basic \$19.95 ~~\$29.90~~
 Premiums \$11.90/ea.
 Install 60.00

Basic \$21.90 3-36 Channels
 Install \$19.95 w/ wire
 Total \$39.42 w/out wire
 Premium HBO \$14.20 2-\$19.24
 Show 14.20
 Encore \$4.95
 Disney \$13.25

Troy NY
New Channels



Channel Lineup Card

NewChannels Cable Channel Guide

- | | |
|-------------------------------------|--|
| 1 Showtime ⌂ | 24 WPIX-11 (New York, IND) ⌂ |
| 2 WXXA-23 (Albany, FOX) | 25 WTBS-17 (Atlanta, IND) ⌂ |
| 3 The Weather Channel | 26 C-SPAN: Government Channel |
| 4 WMHT-17 (Schenectady, PBS) ⌂ | 27 Lifetime Network ⌂ |
| 5 CNN: 24 Hour News | 28 WOCD-55 (Amsterdam, IND) |
| 6 WRGB-6 (Schenectady, CBS) | 29 WMHQ-45 (Schenectady, PBS)/
Travel Channel |
| 7 ESPN: 24 Hour Sports ⌂ | 30 Local Origination/EWTN |
| 8 Pay Per View Previews | 31 CNBC: Financial News |
| 9 MTV: Music Television ⌂ | 32 VH-1: Video Hits One ⌂ |
| 10 WTEN-10 (Albany, ABC) | 33 Nickelodeon |
| 11 USA Network ⌂ | 34 The Family Channel |
| 12 QVC: Home Shopping | 35 Program Guide |
| 13 WNYT-13 (Albany, NBC) ⌂ | 36 The Discovery Channel |
| 14 TNT: Turner Network Television ⌂ | 37 Cinemax ⌂ |
| 15 A & E: Arts & Entertainment ⌂ | 38 SportsChannel |
| 16 CNN: Headline News | 39 MSG: Madison Square Garden |
| 17 Home Box Office ⌂ | 40 The Disney Channel ⌂ |
| 18 E! Entertainment | 41 TLC: The Learning Channel |
| 19 TNN: The Nashville Network ⌂ | 42 AMC: American Movie Classics |
| 20 OTB: Off Track Betting | 43 Sci-Fi Channel |
| 21 Viewer's Choice ⌂ | 44 SportsTracker |
| 22 WWOR-9 (New York, IND) | |
| 23 WSBK-38 (Boston, IND) | |

⌂ = Stereo

Note: These are the available channels. The channels you receive may vary depending on the services you have ordered.

59 Leverssee Rd., Troy, New York 12182
 Install: (518) 237-4601 Service: (518) 237-3740 Billing: (518) 237-0156

TR-CU(4/94)

CVE / NY

MONTHLY RATES

FULL CABLE SERVICE

Basic Reception Service	8.25
Cable Programming Tier 1	12.00
Expanded Cable Programming	2.70
HBO	11.95
Cinemax	11.95
Movie Channel	11.95
Disney Channel	9.95
Madison Square Garden	5.95
Additional Outlet	0.00
Standard Converter	1.65
Addressable Converter	3.00
Remote Control25
Cable Guide	1.00
Mirror Premium Service	3.00
PPV Movies	3.99
PPV Events	Vary
Unwired Home Install	59.95
Pre-wired Install	24.65
Reconnect	24.65
Additional Outlet Init. Install	12.35
Custom Install Hour	34.95
Underground Install	98.60
Change Service With Truck	24.65
Change Service Without Truck	5.00
Relocate Service	24.65
Service Call (Non-cable related)	40.00
Trip Charge	24.65
VCR Install	24.65

Plus applicable taxes & fees

Expanded Programming Package Includes:

CNN, Discovery and TNT available individually at \$1.15 each.